

## Message Text

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60

ACTION EB-02

INFO OCT-01 EA-02 ISO-00 /005 W  
----- 032565

R 050840Z OCT 73

FM AMEMBASSY SEOUL

TO USDOC

INFO SECSTATE WASHDC 438

UNCLAS SEOUL 6771

E.O. 11652: N/A

TAGS: BEXP, KS, TW

SUBJ: PROPOSED SHIPBOARD ENGINEERING EQUIPMENT TRADE  
MISSION

REF: STATE USDOC 15350

1. APRIL 14-20, 1974 IS SATISFACTORY. IF PROPOSED MISSION IS LIMITED TO HEAVY MARINE EQUIPMENT PRODUCERS, THEIR SCHEDULE WILL INVOLVE DISCUSSIONS WITH SMALL NUMBER OF EXISTING AND PROSPECTIVE LARGE VESSEL BUILDERS. HEAD OFFICES THESE FIRMS ARE LOCATED IN SEOUL, BUT YARDS AND ENGINEERING STAFF LOCATED IN PUSAN AND ULSAN. MISSION SHOULD MEET WITH BOTH DECISION MAKERS AND TECHNICAL PERSONNEL. SUGGEST TWO WORKING DAYS IN SEOUL TO MEET WITH COMPANY DIRECTORS AND GOVERNMENT OFFICIALS, AIR TRAVEL TO PUSAN ON MORNING THIRD DAY, VISIT YARDS IN PUSAN THIRD DAY, CAR TRAVEL TO ULSAN ON FOURTH DAY, RETURNING TO SEOUL VIA AIR IN LATE AFTERNOON. FIFTH DAY, APRIL 19, WOULD BE DEVOTED TO FOLLOW UP DISCUSSIONS AT HEAD OFFICES.

2. IF LIGHTER EQUIPMENT AND FISHING GEAR ALSO INCLUDED, AFTERNOON OF FOURTH DAY WOULD BE USED FOR DISCUSSIONS AT SMALLER YARDS, AND RETURN TO SEOUL BY AIR MORNING OF FIFTH DAY, REGIONAL FISHERY ATTACHE BELIEVES MARCO ENGINEERING COMPANY OF SEATTLE, MAKER OF HYDRAULIC NET HAULERS AND FISH PUMPS, WOULD BE INTERESTED. FISHING BOAT CONSTRUCTION ALSO OFFERS MARKET FOR SMALL-MEDIUM MARINE DIESEL ENGINES.

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3. KOREAN YARDS LACK DESIGN CAPABILITY, AND NOW PURCHASE

FOREIGN SHIP DESIGNS. MISSION SHOULD INCLUDE SOMEONE ABLE  
SELL U.S. DESIGNS OR PROVIDE ADAPTATIONS TO FOREIGN ONES  
ENABLING BUILDER TO USE U.S. EQUIPMENT.

4. EMBASSY ALSO RECOMMENDS THAT REGIONAL MARITIME ATTACHE  
ACCOMPANY MISSION. ADMINISTRATIVE ARRANGEMENTS, OF COURSE,  
WOULD BE EASIER WITH SMALLER MISSION BUT WE CAN ACCOMMODATE  
TEN-MEMBER GROUP PLUS MARATT. AND EMBOFF.

5. DETAILED AIRGRAM FOLLOWS.  
HABIB

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NNN

## Message Attributes

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